



## Home Performance Contractor Tool Kit

### Steps for Contractors

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## **Delaware's Home Performance Program**

### Summary of pilot program

**What:** The Delaware Home Performance Program offers a comprehensive, whole-house approach to improving energy efficiency and comfort of existing homes, while helping to protect the environment. It is designed after the national Home Performance with ENERGY STAR® program managed by the U.S. Environmental Protection Agency (EPA) and U.S. Department of Energy (DOE).

**How:** Offered by The Delaware Energy Administration (MEA), the Delaware Home Performance Program trains remodelers and trade contractors to evaluate homes using state-of-the-art equipment and recommend comprehensive improvements that will yield the highest energy savings at the lowest cost. A vigorous quality assurance program ensures that participating contractors maintain high standards in their work. The homeowners are presented with the results of the home energy audits and may then pick and choose which measures they would like the contractor to perform. Home performance contractors can also help homeowners take advantage of federal and state tax credits and incentives for energy efficiency improvements.

### **What would an energy efficiency renovation include?**

- Sealing air leaks in the walls, attic and ducts
- Adding insulation
- Upgrading to efficient heating and cooling equipment
- Upgrading to ENERGY STAR lighting fixtures

### **Why would a Delaware homeowner want a home performance audit?**

- Delaware homeowners qualify for a 20% rebate, up to \$750.00, on energy efficiency upgrades recommended by a Delaware Home Performance contractor, only after getting a home performance audit, as well as federal tax incentives for some energy upgrades.
- Homeowners in the region are living in drafty homes with varying temperatures across rooms and between floors.
- The average Delaware household pays \$2,975 a year in utility bills.
  - o \$1,683 for electricity
  - o \$1,293 for natural gas
- Homeowners in New York who received a home performance retrofit averaged a 20% reduction in energy bills.
- With 20% savings, Delaware homeowners would save \$595 a year (at current electric and natural gas prices).

(According to Pepco figures: <http://www.pepco.com>)

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- 6,350 lbs of CO<sub>2</sub> would be saved per home annually, the equivalent of taking half of a car off the road.

**Contact:** For more information on Delaware's Home Performance Program, contact Charley Roberson at (302) 735-3480 or [www.energy.dnrec.delaware.gov](http://www.energy.dnrec.delaware.gov)

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## Benefits of being a Delaware Home Performance Contractor

Home Performance with ENERGY STAR is an excellent opportunity for insulation and air sealing companies, heating, ventilation and air conditioning (HVAC) contractors, handymen, and home remodeling firms to expand their businesses. Distinguishing your company by partnering with Home Performance with ENERGY STAR will make your company more competitive in the market.

To participate in Home Performance with ENERGY STAR, a contractor firm must first pass Building Analyst training through the Building Performance Institute. Delaware Home Performance with ENERGY STAR offers this training. There are many benefits to becoming a Delaware Home Performance Contractor, including being able to:

- Provide a value-added service to your existing customers
- Reduce the seasonal swing of your business
- Obtain new customers with a wider spectrum of services
- Expand your business by obtaining training and certification in areas of home improvement that are new to your firm
- Improve your sales closing rates
- Associate your company with the ENERGY STAR label
- Obtain incentives for reporting completed jobs

Training and marketing support is available for contractors interested in participating in the Delaware Home Performance with ENERGY STAR program.

### Who is a "Delaware Home Performance Contractor"?

A Delaware Home Performance contractor is an individual who:

1. Is a Building Performance Institute-certified building analyst,
2. Has successfully completed the Delaware Home Performance mentoring requirements,
3. Follows the Delaware Home Performance standards and requirements including reporting (house leakage test with blower door, combustion safety testing, energy analysis including insulation, indoor air quality evaluation and much more)
4. Performs a home performance energy audit as requested by the homeowner

### What is the Building Performance Institute?

Started in 1993, the Building Performance Institute (BPI) supports the development of a highly professional building performance industry through individual and organizational credentialing and a rigorous quality assurance program. For more information, please visit: [www.bpi.org](http://www.bpi.org).

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## Steps to becoming a Delaware Home Performance Contractor

### How to get started - Step by Step:

- 1. Contact the program representative below to sign up for home performance training. Submit a check for \$1,000\* payable to "Delaware Energy Office" for each person being trained.  
  
**Charley Roberson Delaware**  
**Home Performance with ENERGY STAR**  
Phone: (302) 735-3480 Email: charley.roberson@state.de.us
- 2. Attend 4-day classroom/field training course to prepare you for the Building Performance Institute (BPI) Building Analyst (BA) certification. This class is optional, and serves only to prepare the contractor for taking the BPI Building Analyst examination.
- 3. Take and pass the BPI Building Analyst certification written and field examinations. Each person being tested must bring a check for \$700 at least one day prior to the test.
- 4. Mail your completed Contractor Participation Agreement to program representative.
- 5. Participate in 3-5 mentoring sessions within 3 months of the Building Analyst training.
- 6. Provide proof that you have access to the required Delaware Home Performance Program diagnostic equipment.
- 7. Complete and report on home performance jobs. Contractors are required to perform a minimum of 10 audits per year and submit coincided reports to stay an active contractor.

### Incentives\*\*

- Training class costs \$1,000 and each BPI written and field mentoring examination costs \$700. After meeting the requirements and signing the Contractor Participation Agreement and completing 5 jobs, each Contractor will receive a training cost reimbursement of 100% BPI examination (e.g., the exam cost of \$700 is refunded).\*
- For those Delaware Home Performance Contractors who do not pass and request to re-take the examination at a later date, the Program will offer the examination at a reduced cost of \$150 per re-test.
- Free in-field mentoring on first 3-5 jobs.

\*\* The Delaware Home Performance Program reserves the right to change the level of training incentives.

## Tentative Training & Certification Schedule for Delaware and Maryland Home Performance Program

ACI = Affordable Comfort Inc.

BPI = Building Performance Institute (a home performance industry credentialing organization)

<b>Month</b>	<b>Training Type</b>	<b>Certification*</b>	<b>Class/Field/Lab</b>	<b># of Days</b>
Date Undetermined	BPI Building Analyst Professional - <b>Completed</b>	Yes	Class	3
Date Undetermined	Field mentoring (and contractors practice evaluation on their homes)	No	Field	1-2
Date Undetermined	ACI Profiting with Home Performance	No	Class	1
Date Undetermined	BPI Building Analyst Professional	Yes	Class/Field	3
Date Undetermined	BPI Building Analyst Professional Refresher	Yes**	Class	1
Date Undetermined	Field mentoring (& contractors practice evaluation on their homes)	No**	Field	1-2
Date Undetermined	BPI Envelope Professional	Yes	Class/Field	2-3
Date Undetermined	BPI Heating Professional &/or A/C-Heat Pump Professional	Yes	Class/Lab/Field	2-5 combined?
Date Undetermined	Sales & Marketing	No	Class	1
As Requested in 2009	All-Company Home Performance Business Orientation	No	Class	½ each company
Fall 2008 and Spring 2009	Repeat All BPI Trainings	Yes	See Above	See Above

\* Examination given for BPI certification.

\*\* Including those students from Delaware & Maryland as necessary.

### Recommended Pre-Training Resources

1. Review BPI Building Analyst Technical Standards (enclosed)
2. Saturn Resources, Inc. Field Guide for the Building Analyst, Residential Energy by John Krigger and Chris Dorsi, 2007.

Purchase through: [www.srmi.biz](http://www.srmi.biz)

Cost: \$39

[http://www.srmi.biz/Bookstore.Saturn\\_Books.Building\\_Analyst\\_Field\\_Guide.htm#BABEBCAJ](http://www.srmi.biz/Bookstore.Saturn_Books.Building_Analyst_Field_Guide.htm#BABEBCAJ)

3. Saturn Resources, Inc. Residential Energy: Cost Savings and Comfort for Existing Buildings (4<sup>th</sup> edition) by John Krigger and Chris Dorsi, 2007. Purchase through: [www.srmi.biz](http://www.srmi.biz)

Cost: \$35

[http://www.srmi.biz/Bookstore.Saturn\\_Books.Residential\\_Energy.htm#BABHIHFC](http://www.srmi.biz/Bookstore.Saturn_Books.Residential_Energy.htm#BABHIHFC)

### Required Home Energy Diagnostics Equipment List

- A. Fan Assisted Whole House Pressurization Device
- B. Digital micro-manometer
- C. Pressure Probes
- D. Pressure Pan
- E. Digital Carbon Monoxide Analyzer
- F. Combustion Analyzer
- G. Digital Thermometer
- H. Gas Leak Detection Device